



DEPARTMENT OF THE AIR FORCE
60TH CONTRACTING SQUADRON (AMC)



20 Mar, 2007

60 CONS/CC
530 Hangar Ave
Travis AFB, CA 94535

Dear Vendor,

The 60th Contracting Squadron has instituted a program aimed at vendors interested in doing business with Travis Air Force Base, entitled "Direct Vendor Discount" (DVD) program. We would like to foster this potential business relationship by providing information about your company to almost 700 Government Purchase Card (GPC) cardholders assigned to Travis. In fiscal year 2006, Travis cardholders used their government Visa cards in over 55,000 transactions and purchased \$31 million dollars worth of goods/services for their respective organizations.

The goal of our discount program is to provide area businesses an opportunity to compete for this significant market and improve the purchasing power and level of service for each of our cardholders. At this time, we are pursuing a standardized minimum discount off your publicity available process and favorable delivery terms applicable to your company's products or services. By establishing company discount rates for Travis AFB cardholders, your business may enjoy a competitive edge.

What benefits will your company receive by participating in this program? ***Free advertising, exposure to potential new customers, and the opportunity to compete for this significant business opportunity.*** In return for participating in this program, we will list the following information on our government only website; your company name, address, points of contact, phone numbers, website address, and a brief description of the products and discounts offered. This website is used exclusively by our cardholders. We will further advertise this information at our training sessions held for our cardholders.

We look forward to forging a business relationship with your company. Although, this initiative does not guarantee sales, it can provide inroads to a very significant purchasing market. If you are interested in participating in the DVD program, please complete the attached form and fax it to Mr. Michael Douglas at (707) 424-7702, or contact him directly at (707) 424-7731. We look forward to hearing from you soon.

JOHN CLARKE
Director of Business Operations